

**So, What's Causing you to Sabotage  
Your Prospecting which is Key to Success?**  
**Monday, August 21, 2006 Call**

Alaska Here We Come! 1 week away for those lucky winners

Did you receive your box of goodies?

Video...we will be doing a video recording and post on Mannatrain  
Vancouver here we come...next Thursday it starts; another Pres Unity  
Meeting

The Dallas Morning News Mannatech advertisements are available for you  
to print or email on [www.mannatech.com](http://www.mannatech.com) (Mannatech corporate site not  
your associate site) as PDF's.

New Website - [www.mannapharmacists.com](http://www.mannapharmacists.com)

1. The Prosperity Mind: We think we have one but...

Success is at our finger tips but 'something' always gets in our way...  
That something is....you!

A. We talk about scarcity or lack and limitation backgrounds...this is  
a true limitation.

(1) How did you grow up? poor, middle class struggling, or  
whatever

Like many people, we develop prejudices against rich people.  
We get jealous and soon jealousy turns, as so often it does, to  
hatred.

So, you grow up wanting to be wealthy yet in your belief  
system you hate the rich...these are competing commitments  
and the result will be that you sabotage yourself so you keep  
fitting in with your family.

(2) We live within what Randy Gage refers to as "datasphere"  
TV, radio, internet, email, telephone, family, organized religion,  
government, programming us 24/7.

What shows did you grow up with and what did they say about  
the rich?

Gilligan's Island...Thurston Howell III rich and crazy; our  
conclusions rich people have pretentious names and act  
ridiculous

Beverly Hillbillies...Mr. Drysdale and Ms Hathaway..spoofing

the common sense hillbillies

MASH...Charles Emerson Winchester III pompous rich guy  
who listened to opera in his tent and no one liked him  
So, what did we program ourselves with?

2. What other Programs are Prevalent in Network Marketing?

A. "I'm not going to talk to people I know. I will first prospect with strangers and once successful, then I will talk to people I know.

What's the belief system here?

B. "I'm afraid to approach people because they might think it is a pyramid."

No truth to this.

C. I'm afraid I will be bothering people, and it is more important that they like me."

This could be what's causing you to believe B above.

The truth is if you have something that can help someone: they get to

- (1) choose their own hours
- (2) pick the people they work with
- (3) unlimited income
- (4) travel opportunities
- (5) tax advantages
- (6) security of residual income

you know how many people want that? and you think you are bothering them???

So we take up these beliefs why? programming, self-sabotage.

"What Other People Think of Me is None of My Business" Terry-Cole Whittaker

D. "I just don't think this stuff is going to work for me."

Know that it is not about network marketing.

Here is what you need to know about prosperity...it really does not matter what you choose for a living...

Network marketing is certainly a terrific vehicle to have prosperity because it has so many of the fundamental principles necessary,

However, ultimately if you do not change or transform your mindset, it won't matter what business you are in.

3. So What is the Solution to get rid of the Ineffective Beliefs?

A. Awareness is always the first step. Read "If how tos were Enough We would All be Skinny, Rich and Happy", or other comparable books; attend Power of Purpose, Personal Mastery, whatever there are

many very good first level personal development seminars that build awareness. In fact you only play detective the entire program to find out your limiting beliefs.

B. Break through or counter those programs.

You need to replace ineffective programs with ones that work for you. You can do this by attending advanced seminars, reading books repetitively such as “Think and Grow Rich”, “As a Man Thinketh”, “The Magic of Thinking Big”, etc.

C. Get a little bit of new belief tested; then when the facts prove it out, you can extend that belief out to a bigger belief.

D. It is a lifetime habit...checking in with your beliefs. Every second of every day; As a Man Thinketh

“What you’re living is the thoughts to which you give precedence.”